Secure Access
at the Speed of Life

Board Meeting

June 15, 2015

Seamless Identification

Seamless Access

Seamless Technology

Seamless Integration

Board Meeting Agenda

- **2015-2016 Work Plan (12-Month)**
  - FST Strategy
  - Company Goals
  - Sales and Delivery – Main Objective
  - Product Roadmap
  - 12-Month Budget Plan
- **Approval of ESOP Allocation**

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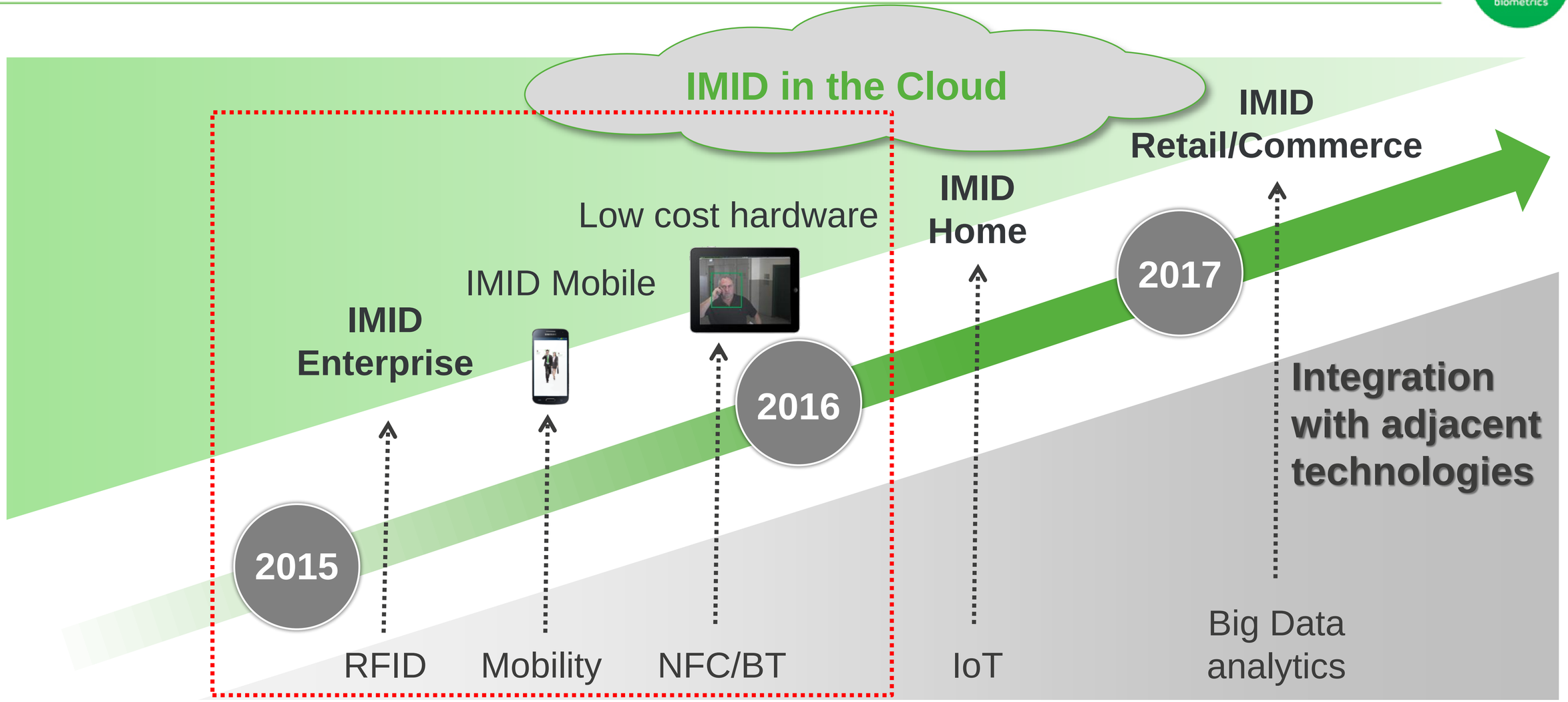
FST Strategy



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Prerequisites to Achieve the Short-term Goals

Complete scalable IMID Enterprise version by 31/12/2015

Complete FST commissioning and support plan, emphasizing ease of use

Sales & Distribution

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FST Business Goals

2015

- First PO from Google/Citibank
- Execute Hagana deployment
- Sales of $3.2M in the next 12 months (07/15-06/16)
- IMID integration with leading Access Control systems

H1 2016

- Leverage the Google/Citi win by duplicating its success
- Leverage Hagana's deployment in additional security companies

H2 2016

- Expand offering based on IMID technology
- Enhance activities in new territories and verticals
- Become the partner of choice of the leading Access Control providers

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Sales and Delivery – Main Objectives

Must Win

Google

Haganá

citi

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Main Enterprise, Mid-Market Accounts and Prospects

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Strategic Partners

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Short Term Product Road Map

Product Enhancement to Enterprise Version

Main Building Blocks

Base Product	Enterprise Only
Fraud identification	Full integration with AC suites
Body behavior	Multi-site (Cloud)
Lighting under 200 Lux	UL standard
Access points to servers ratio	Data Centers Integration

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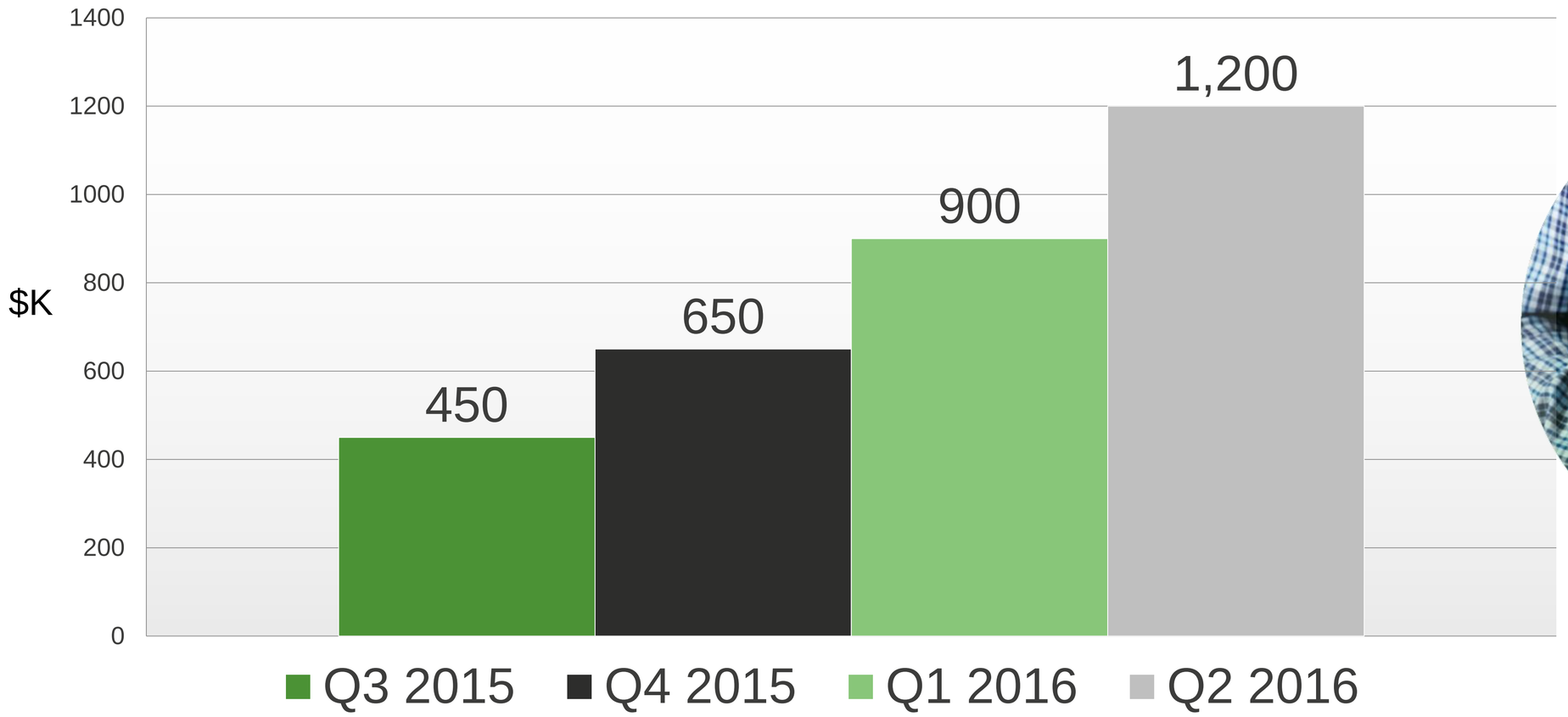
12 Month Budget Plan

12-Month Revenue Forecast



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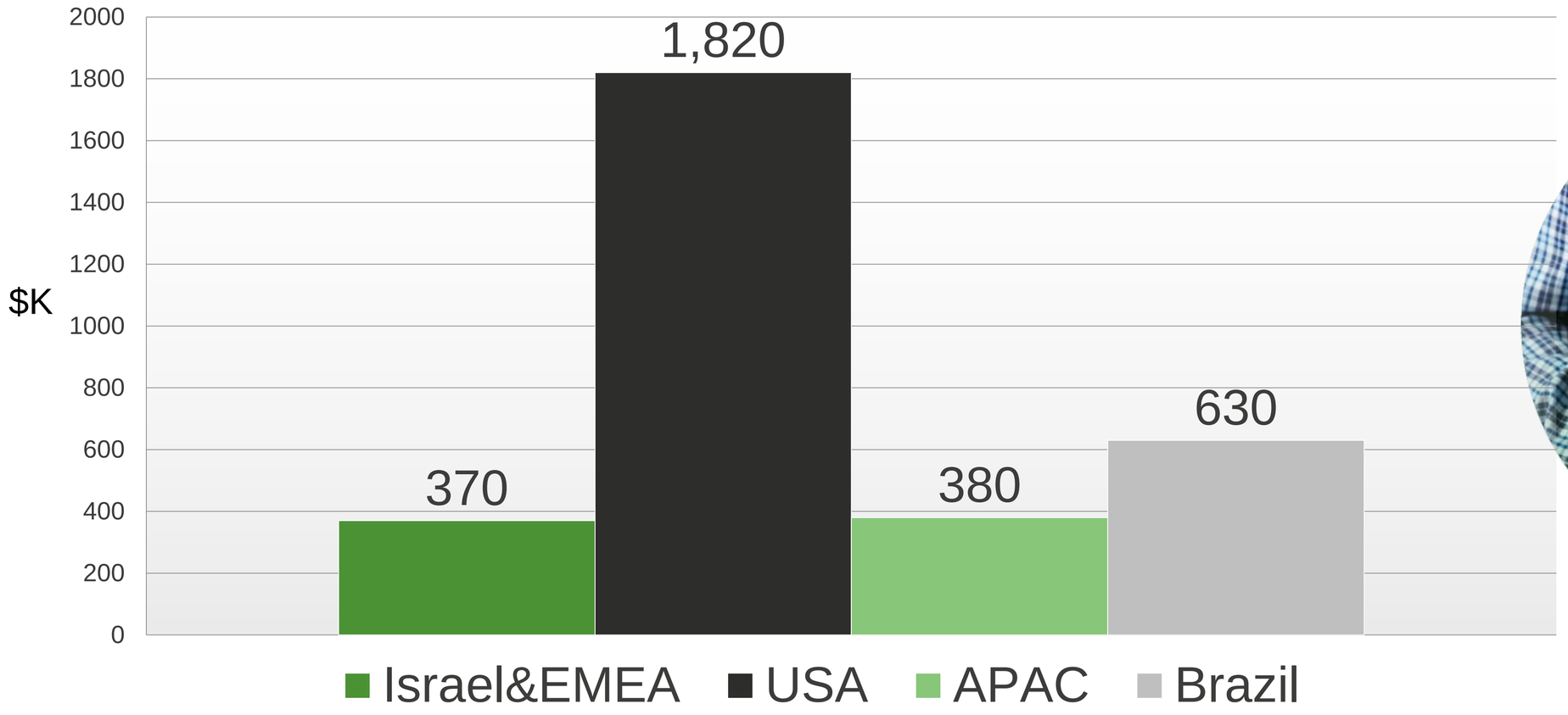
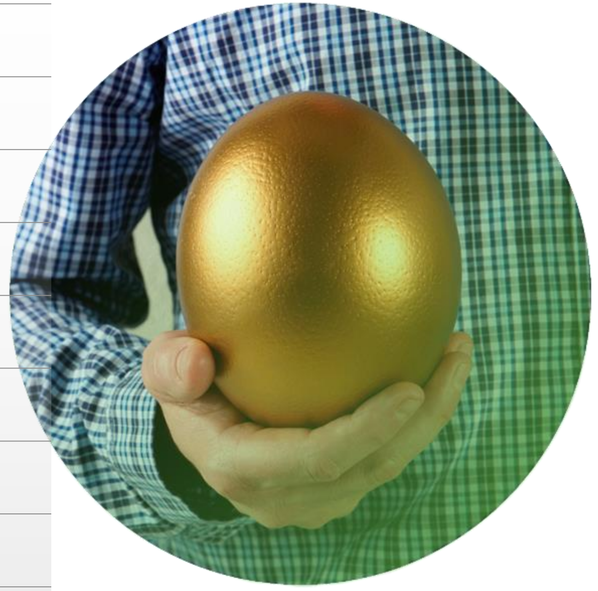
12-Month Revenue Forecast, by Territory





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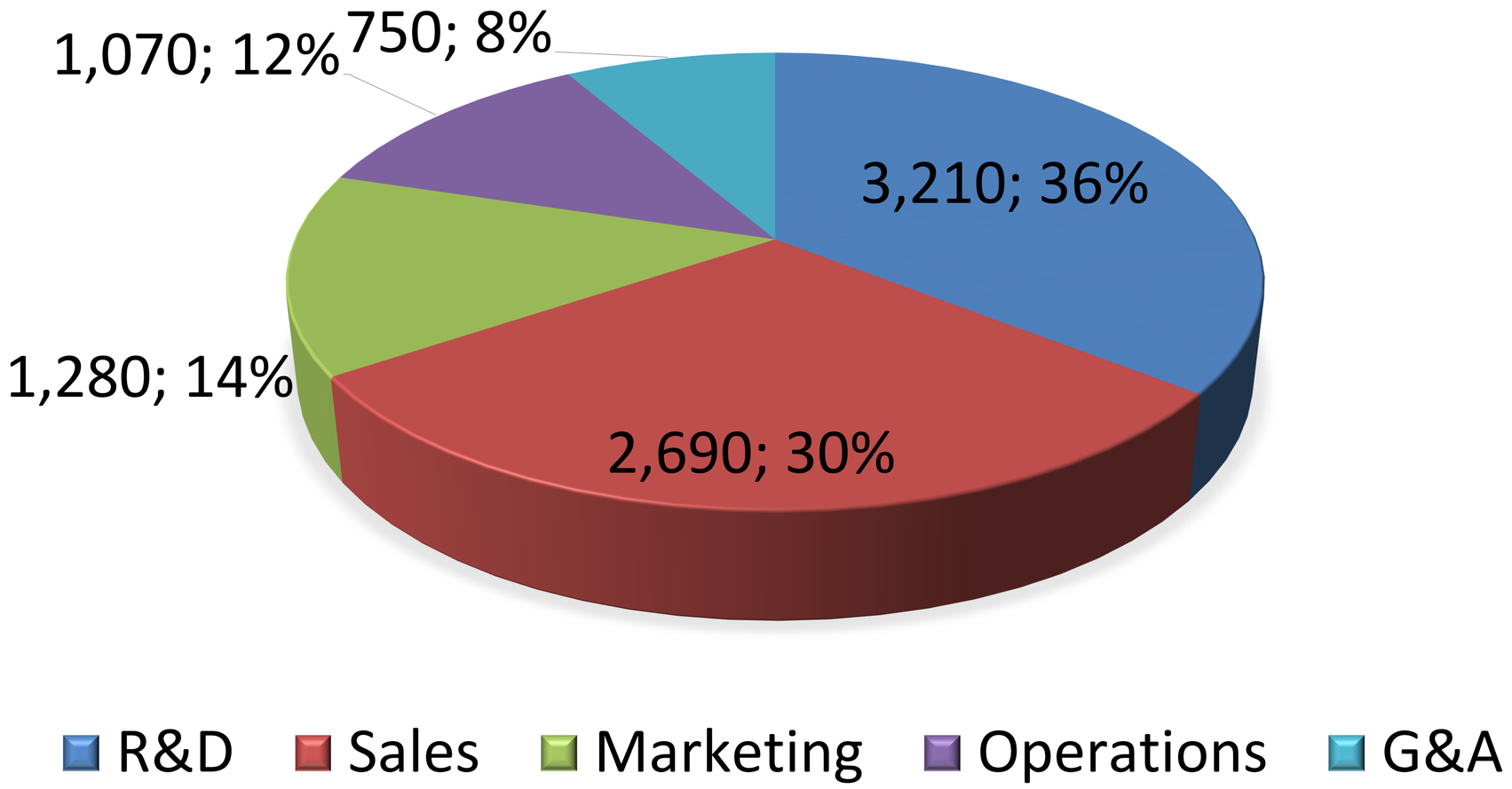
12-Month Budget Allocation, by Department



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12-Month Projected P&L (in $K)

	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Total
Revenues	460	650	910	1,220	3,240
COGS	120	150	200	250	720
Gross Profit	340	500	710	970	2,520
• in %	74%	77%	78%	80%	78%
Operating expenses:					
• R&D Expenses, Less CSO Grants	900	760	770	780	3,210
• Selling & Marketing	1,040	1,000	1,140	1,250	4,430
• General and Administrative	210	180	180	190	760
Total Operating Expenses	**2,150**	**1,940**	**2,090**	**2,220**	**8,400**
EBITDA	**-1,810**	**-1,440**	**-1,380**	**-1,250**	**-5,880**
Head Count (Current 30 FTE's)	44	44	45	46	

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THANK YOU

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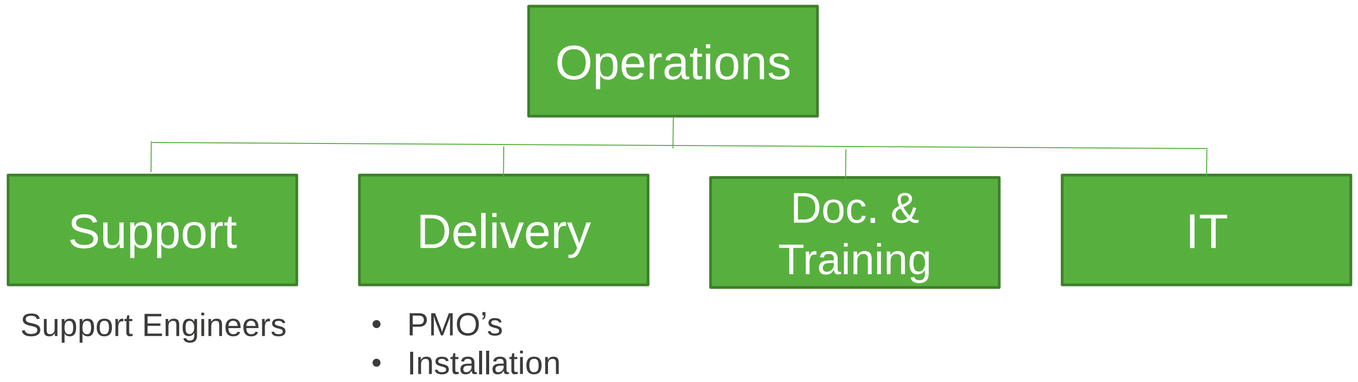
Work Plan Focus

- Ease of use in installation, commissioning and integration
- Ease of use in support – Ticket management, preventive maintenance
- Ease of use in documentation, training and certification
- Infrastructure upgrade – Tools and information systems
- Focused, better aligned on responsibilities org. structure:



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